TRANSPORTATION & LOGISTICS INDUSTRY
MISSOURI TARGET INDUSTRY
JUNE 2020

2019 STATEWIDE LABOR ANALYSIS

The Logistics industry showed more than job postings in 2019 for top demand jobs. The top occupation was *Heavy and Tractor-Trailer Truck Driver*, making up over one-half (62.3 percent) of total job postings for the time period.

The top five employers were K & B Transportation, Crete Carrier Corporation, Marten Transport, Hogan Transportation, and FedEx.

TOP JOB POSTINGS

SOC Code	Description	Online Job Postings	Average Annual Wage	
Now - requires short-term on-the-job training, little to no experience, and/or a high school diploma				
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	4.7%	$31,360	★
53-3033	Light Truck or Delivery Services Drivers	2.0%	$35,070	
43-4051	Customer Service Representatives	1.5%	$35,020	★
53-3031	Driver/Sales Workers	1.3%	$28,840	
43-5081	Stock Clerks and Order Fillers	0.6%	$27,320	★
Next - requires a non-degree certificate, associate degree, apprenticeship, some experience, or moderate- to long-term training				
53-3032	Heavy and Tractor-Trailer Truck Drivers	62.3%	$45,070	★
41-4012	Sales Representatives, Wholesale and Manufacturing	1.6%	$65,640	★
49-3023	Automotive Service Technicians and Mechanics	0.9%	$43,080	
11-3071	Transportation, Storage, and Distribution Managers	0.7%	$98,730	
43-5061	Production, Planning, and Expediting Clerks	0.6%	$48,370	
Later - requires a bachelor's degree or higher				
11-9199	Managers, All Other	1.1%	$97,820	★
11-1021	General and Operations Managers	1.1%	$105,280	★
11-2022	Sales Managers	0.8%	$133,570	
13-1081	Logisticians	0.6%	$76,540	
15-1199	Computer Occupations, All Other	0.5%	$82,610	

★ Denotes the top 10 occupations by total number of projected openings from 2016-2026 in Now, Next, and Later categories

EDUCATION AND TRAINING OPPORTUNITIES

Across the state there are 15 programs in 71 locations for training in Transportation and Logistics occupations, and 7 programs in 149 locations for support occupations in the Transportation and Logistics industry, such as sales and purchasing. Visit **MoSCORES**, Missouri's system linking program information and outcomes (employment, wage, credential rates) for traditional degree programs as well as noncredit credentials to find degree and certificate programs at an educational institution near you. In addition, there are 68 U.S. Department of Labor Registered Apprenticeship programs for Transportation and Logistics occupations across the state. Visit **Apprenticeship Missouri** for more information.

TOP SKILLS & CERTIFICATIONS

TOP 10 BASIC SKILLS

Communication Skills
Physical Abilities
Organizational Skills
Microsoft Office
Microsoft Excel
Teamwork / Collaboration
Detail-Oriented
Computer Literacy
Problem Solving
English

Basic skills are the most numerous, found in the majority of job advertisements. Several soft skills such as communication, organization, and teamwork were among the top 10 requested in online job postings.

TOP 10 SPECIALIZED SKILLS

Customer Service
Truck Driving
Repair
Scheduling
Flatbed Trucks
Forklift Operation
Over The Road
Sales
Customer Contact
Logistics

The top specialized skill was customer service, followed by truck driving and repair.

TOP 10 SOFTWARE SKILLS

SAP
Enterprise Resource Planning (ERP)
SQL
Software Development
Great Plains Accounting Software
Salesforce
Oracle
Word Processing
Electronic Data Interchange
Java

Microsoft Office and its products such as Word, Excel, PowerPoint, and Access are the most requested software skills across all industries. Other skills requested in the Logistics industry include SAP and Enterprise Resource Planning (ERP).

TOP 10 CERTIFICATES

Commercial Driver's License
Driver's License
Forklift Operator Certification
Automotive Service Excellence (ASE) Certification
Security Clearance
IT Infrastructure Library (ITIL) Certification
Department of Transportation (DOT) Medical Cert.
Hazardous Materials Certification
Certified Public Accountant (CPA)
Project Management Certification

Truck driver was the top advertised occupation for the time period, and Commercial Driver's License (CDL) was the top requested certificate.

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